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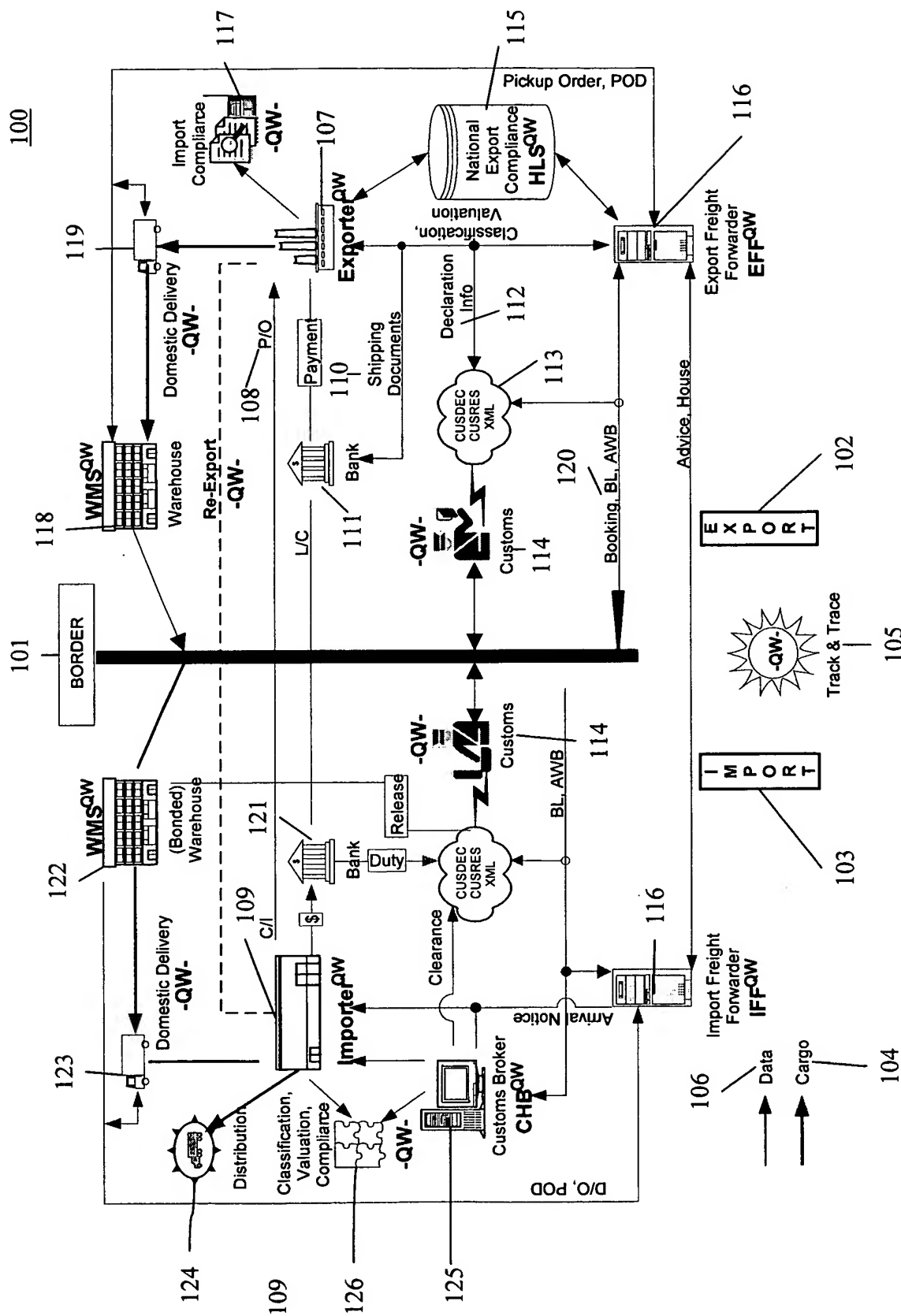
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# Fig. 1



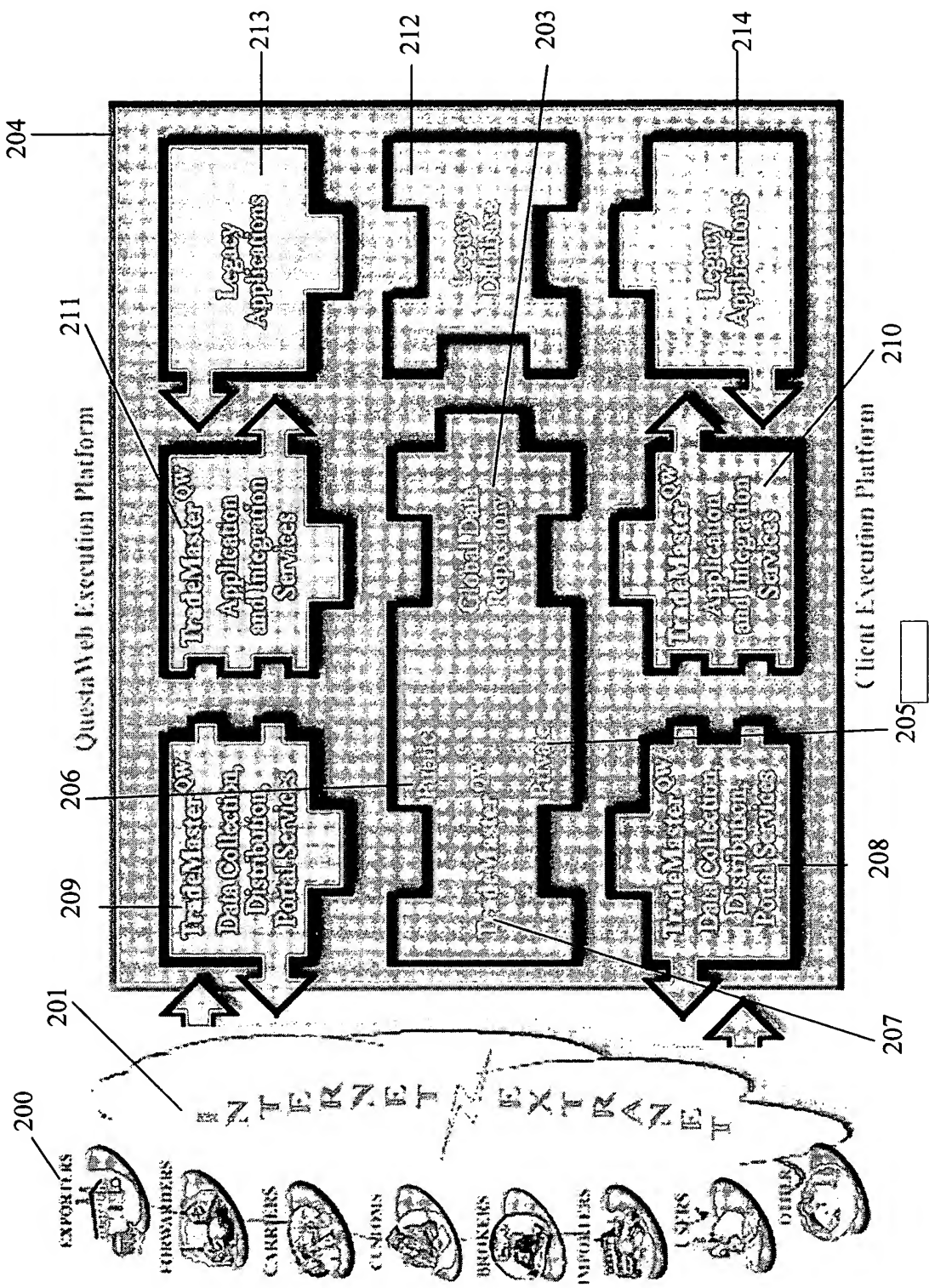
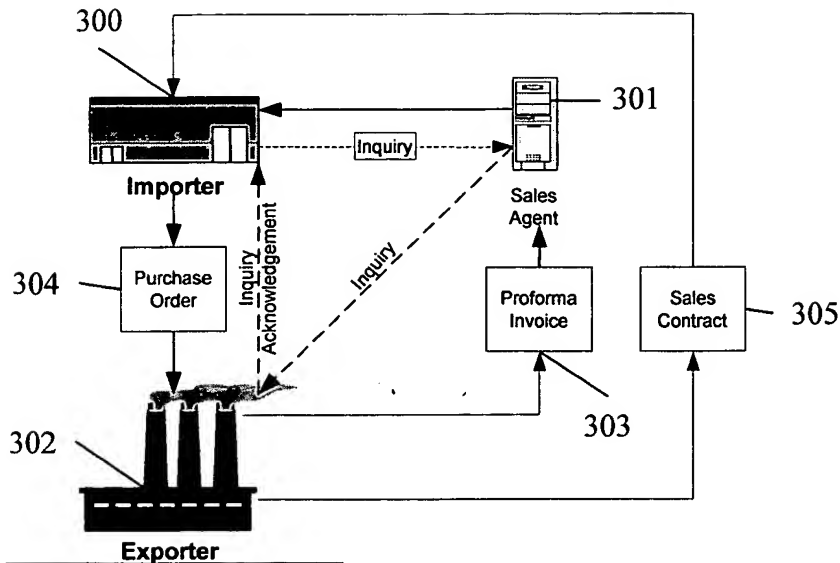


Fig. 2

# EXPORT FLOWCHART



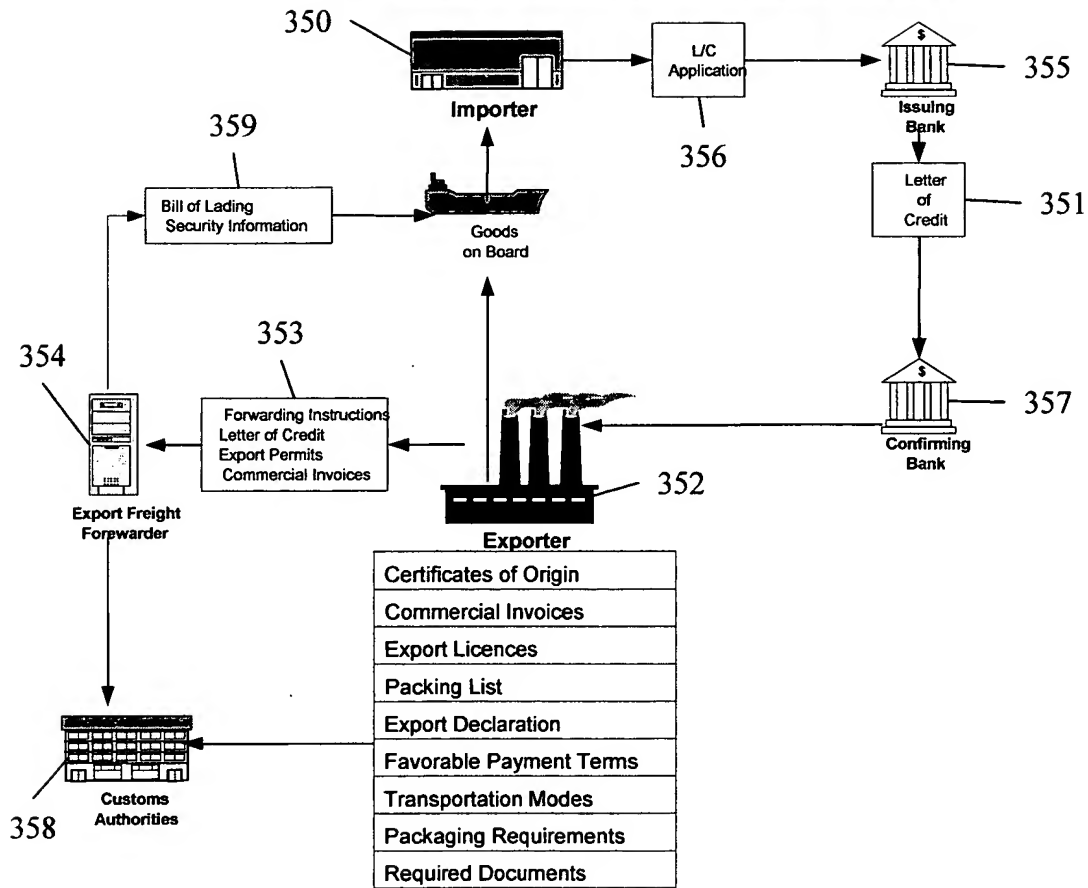
Export Restrictions
Import Restrictions
Product Setup Costs
Product production Costs
Most Appropriate INCO Term
Favorable Payment Terms
Transportation Modes
Packaging Requirements
Required Documents

## **SECURING THE INTERNATIONAL PURCHASE ORDER AS IT RELATES TO THE INVENTION**

1. A buyer via the sales agent sends an inquiry to the exporter.
2. The exporter acknowledges receipt of the inquiry.
3. The exporter conducts a feasibility study to determine whether or not to supply the goods required.
4. If the feasibility study is positive, the exporter prepares a detailed quotation/proforma invoice and sends this to the importer. Depending on the terms, duty calculations should be performed.
5. If the quote is acceptable to the importer, a formal purchase order is sent to the exporter.
6. The exporter verifies that the order against the quotation and confirms it.

Fig. 3a

# EXPORT FLOWCHART

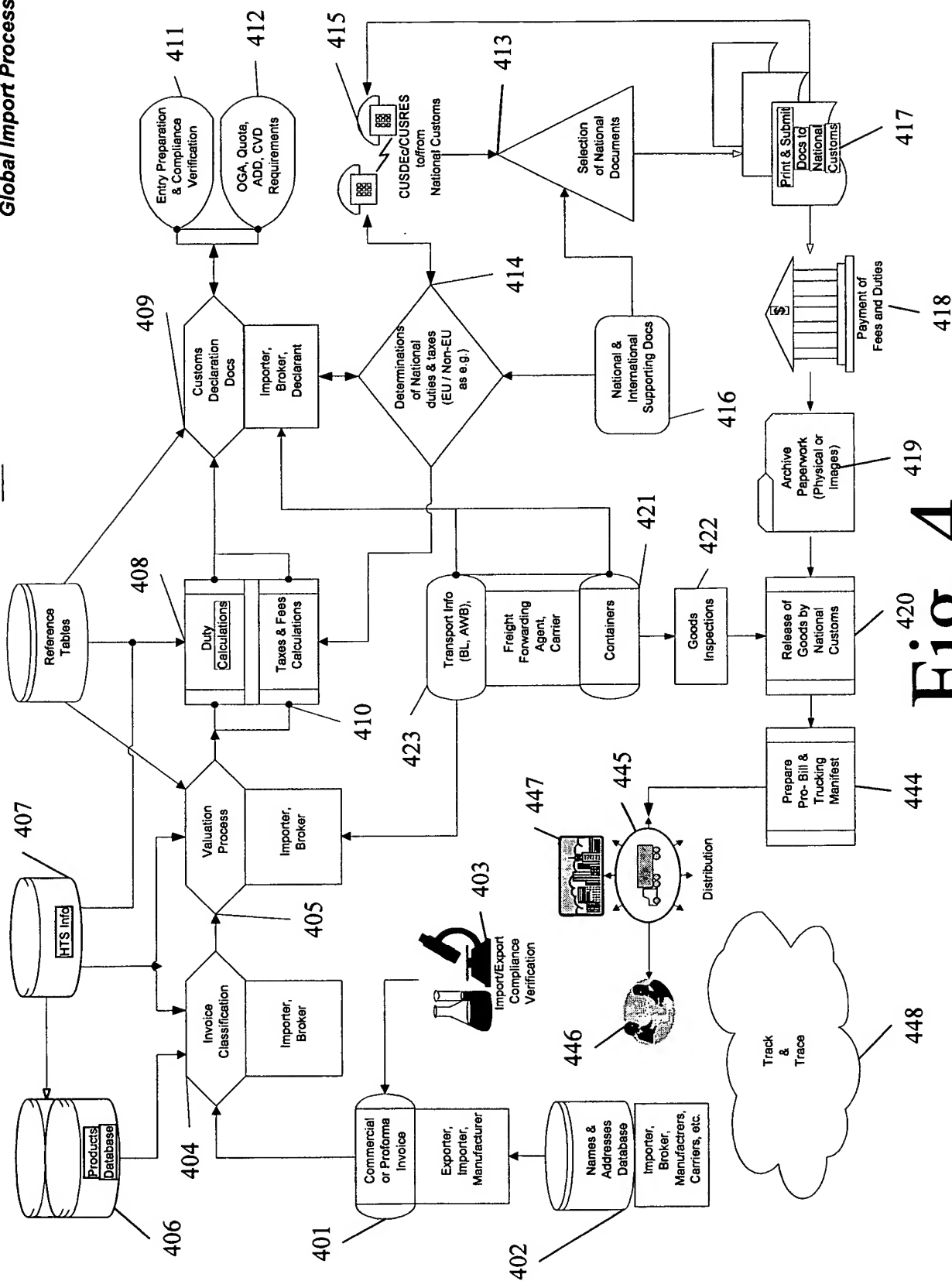


## DELIVERY PROCESS

1. The importer arranges for a letter of credit (L/C) to be delivered to the exporter. On receipt of the L/C, the exporter checks it for consistency with the proforma invoice, and then issues an internal works order for the manufacture/acquisition of the goods.
2. The exporter sends a forwarding instruction accompanied by compliance documents to the export freight forwarder.
3. The exporter acquires all trade and financial documents as well as all necessary export and import permits or special certificates.
4. The freight forwarder completes the documents required to move and customs clear the goods and ensures their customs clearance for export purposes either manually or electronically.
5. The goods are then consolidated, containerized, delivered to the selected port, loaded on the nominated vessel for onward transportation to the foreign destination.

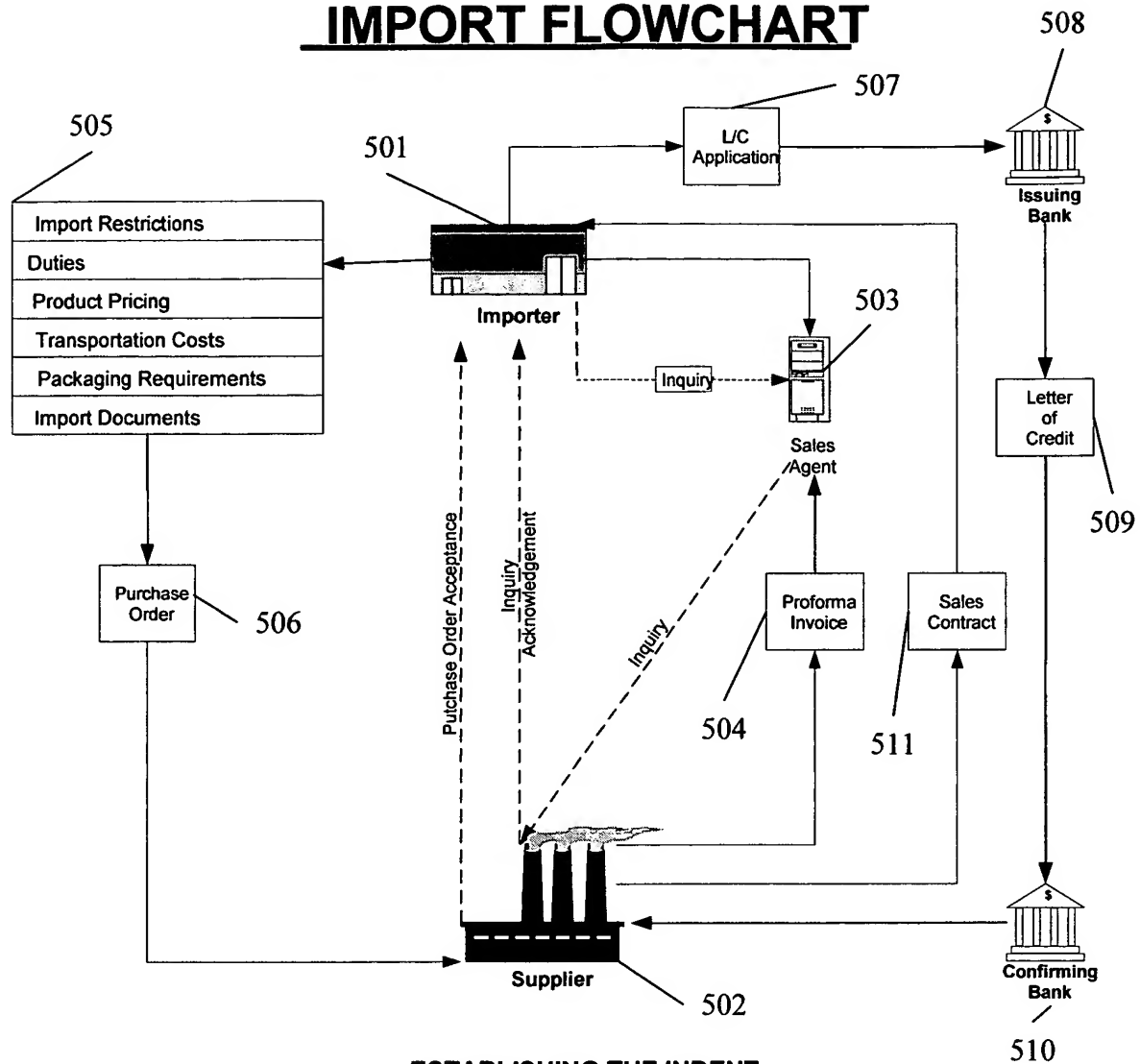
Fig. 3b

400



420  
Fig.

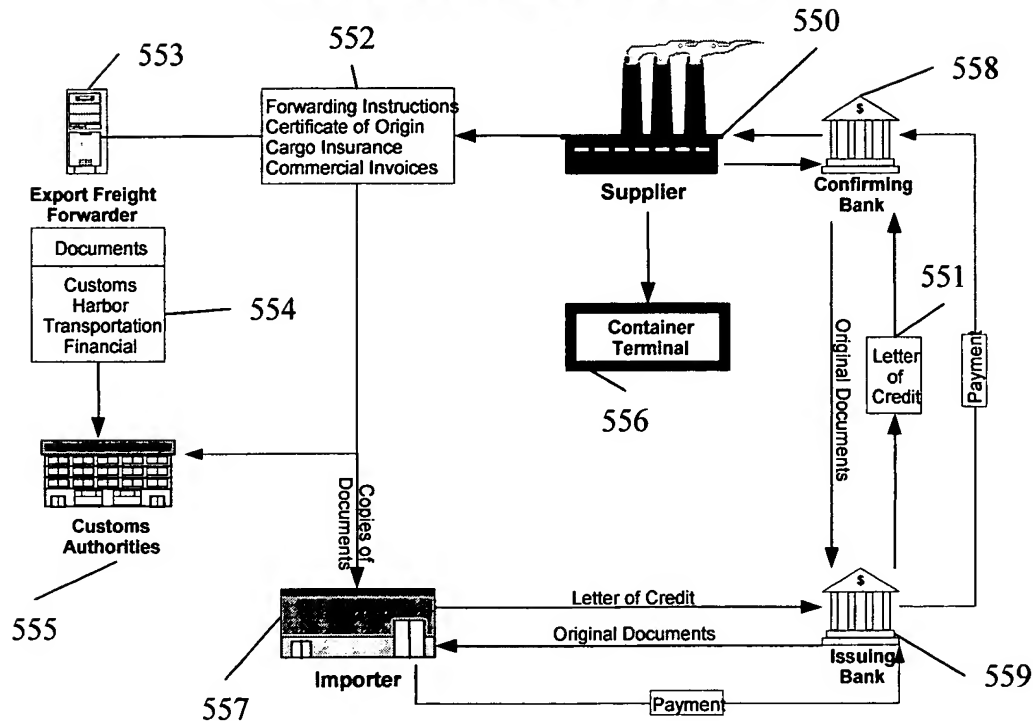
# IMPORT FLOWCHART



1. The importer sends an enquiry to the foreign supplier(shipper).
2. The supplier determines if the goods can be supplied, meet delivery dates, and handle the risks.
3. The supplier accurately costs the transaction and prepares the detailed quotation/proforma invoice.
4. The importer determines the relevant import requirements and calculates a landed cost.
5. The importer sends an order, invariably, with additional (e.g. documentary) requirements.
6. The supplier accepts the importer's order.

Fig. 5a

# IMPORT FLOWCHART



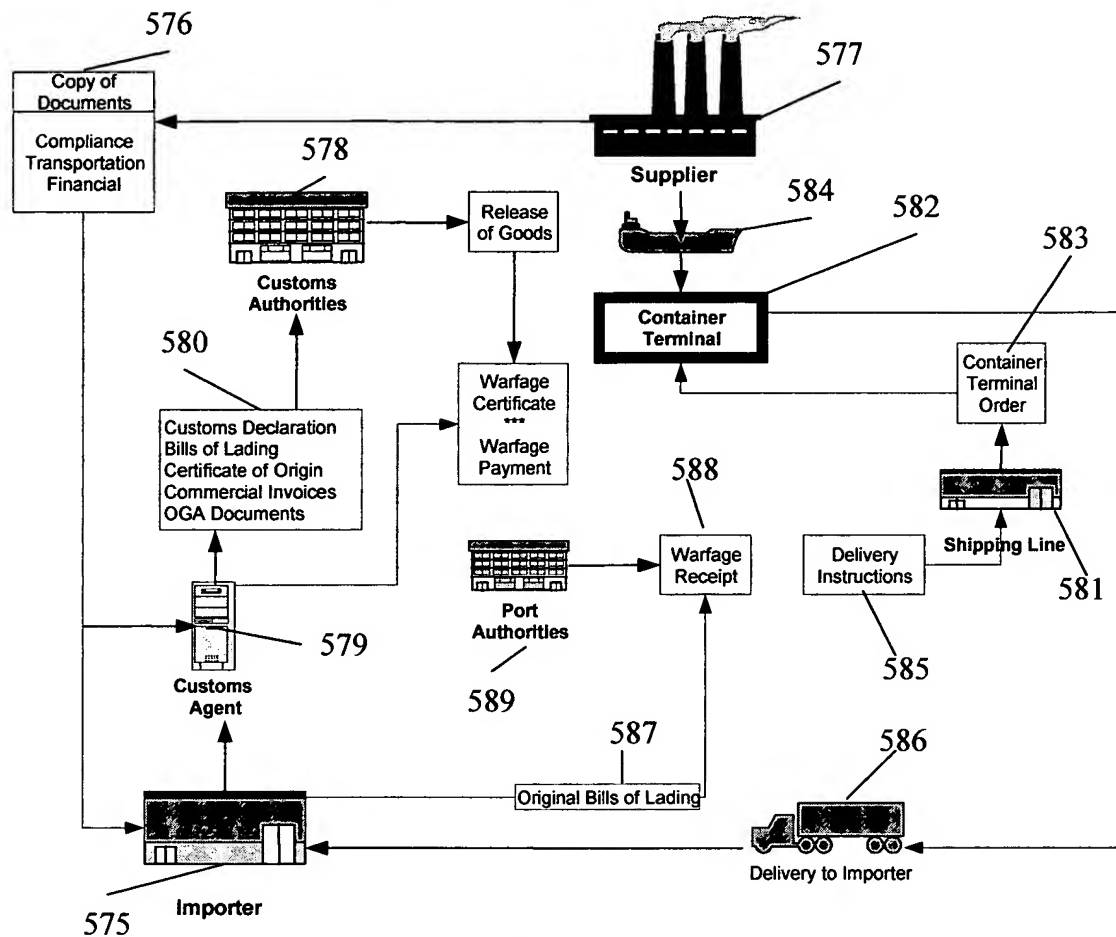
## SHIPMENT OF GOODS

1. The supplier (shipper) accepts the L/C and issues an order to acquire the goods.
2. The supplier instructs the freight forwarder to book space for the cargo and to prepare the necessary customs and transport documents to effect the shipment.
3. In the meantime, the supplier prepares all the documents that must be submitted to the advising/confirming bank, and any other documents (e.g. exchange control), which may be required for the export of products.
4. Manufactured goods are examined, packed and marked correctly, and delivered to the port for loading on the nominated vessel.
5. The freight forwarder in the meantime clears the consignment for export and pays any required harbor and other nationally imposed dues.
6. The exporter sends a complete set of documents to enable the importer to set in motion the import clearance procedures.
7. The original documents are submitted to the advising/confirming bank for payment purposes.
8. The advising/confirming bank checks the documents and sends them to the issuing bank who checks them once more prior to forwarding them to the importer.
9. The issuing bank then effects payment according to the terms of the L/C.

Fig. 5b



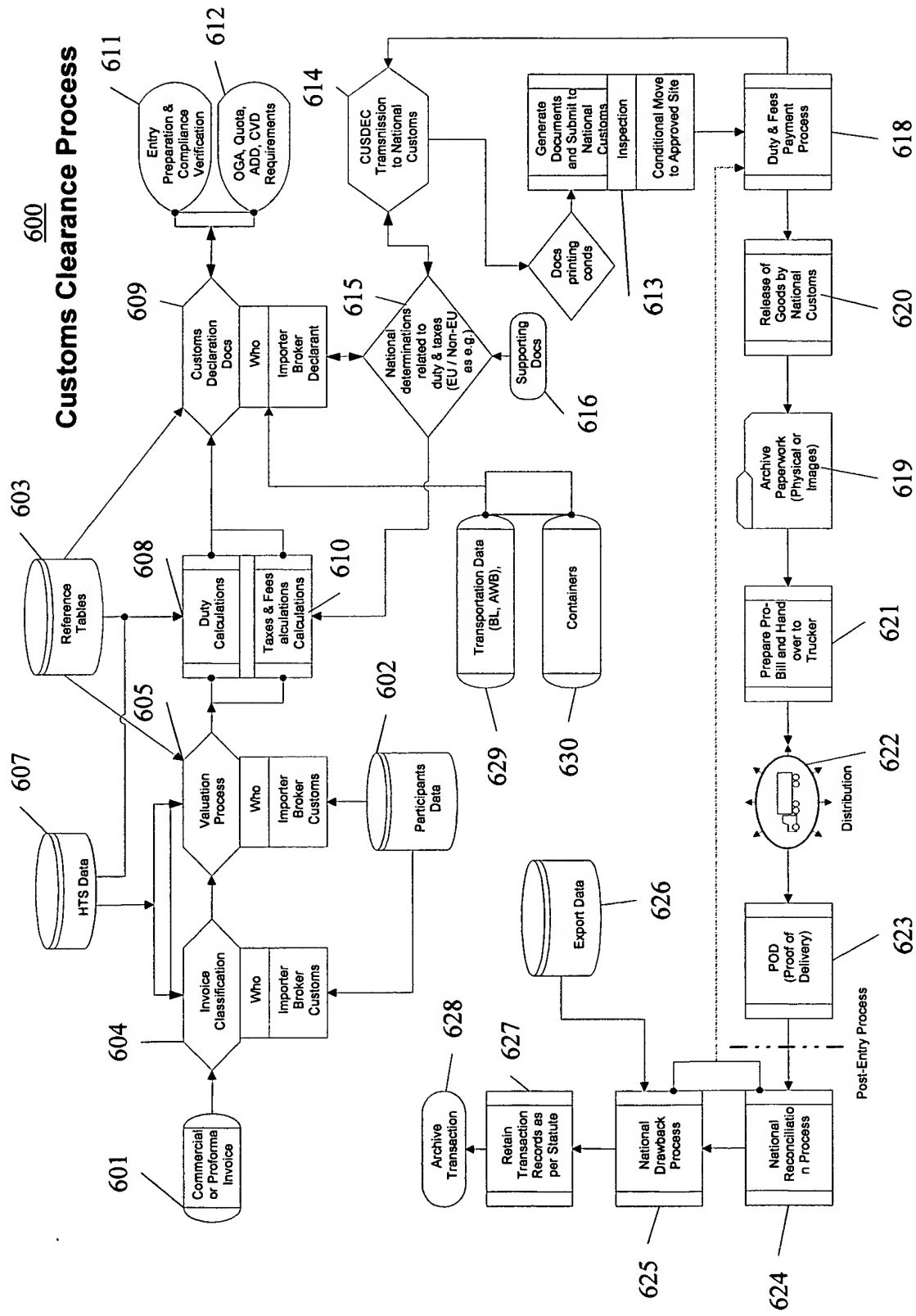
# IMPORT FLOWCHART



## RELEASE OF IMPORTED CARGO

1. When the importer receives the documents, he completes the documentation for customs entry and obtains clearance for import from the national customs authorities and pays all imposed fees, duties, and taxes. Alternatively, the importer may use the services of a clearing agent (customhouse broker) to undertake these tasks on his behalf.
2. The importer or his clearing agent presents transportation documents including an original bill of lading to the shipping line together with instructions regarding the delivery of the goods.
3. The shipping line submits the container terminal order (CTO) to the container terminal.
4. The goods are then delivered to the importer.

Fig. 5c



**Fig. 6a**

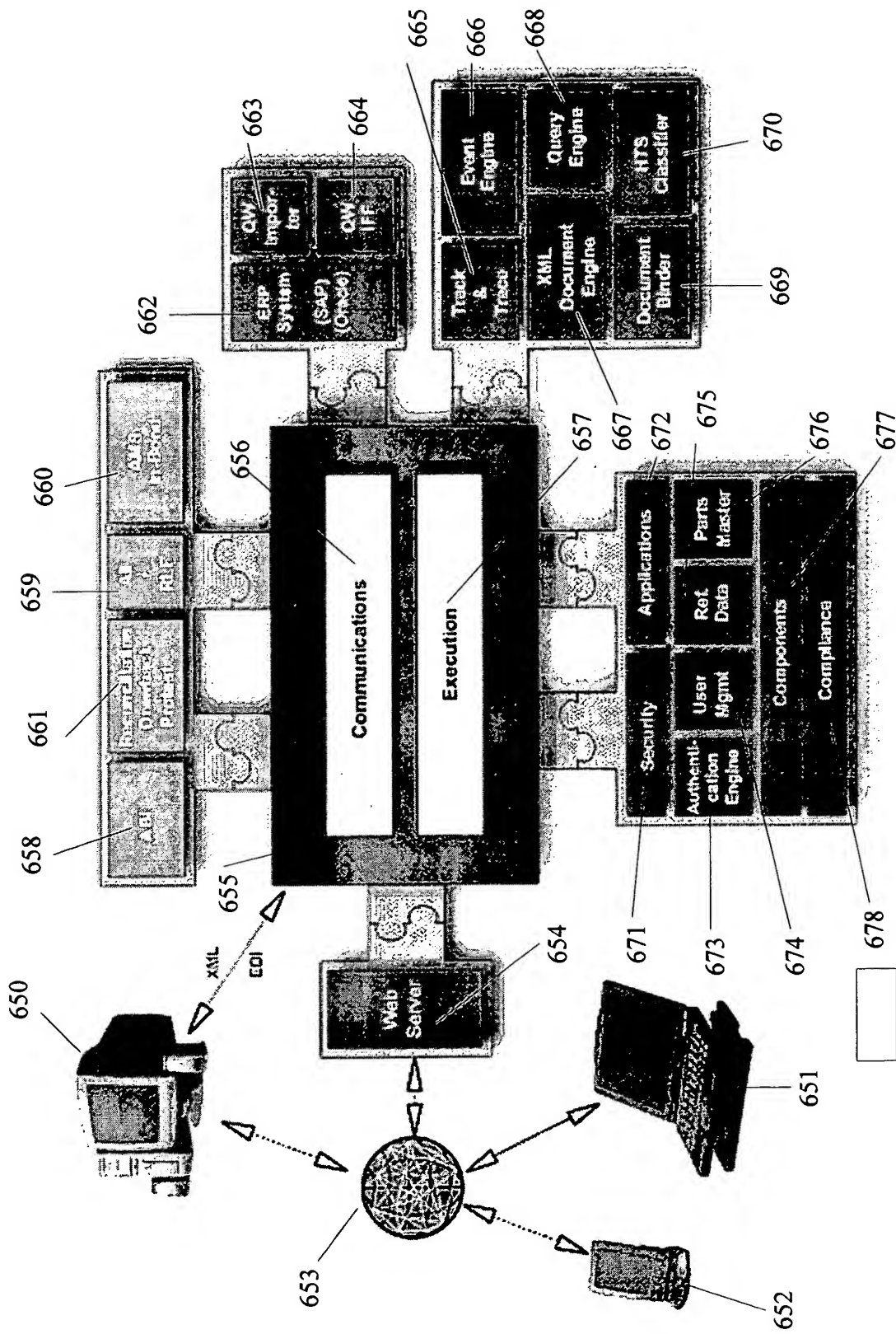


Fig. 6b

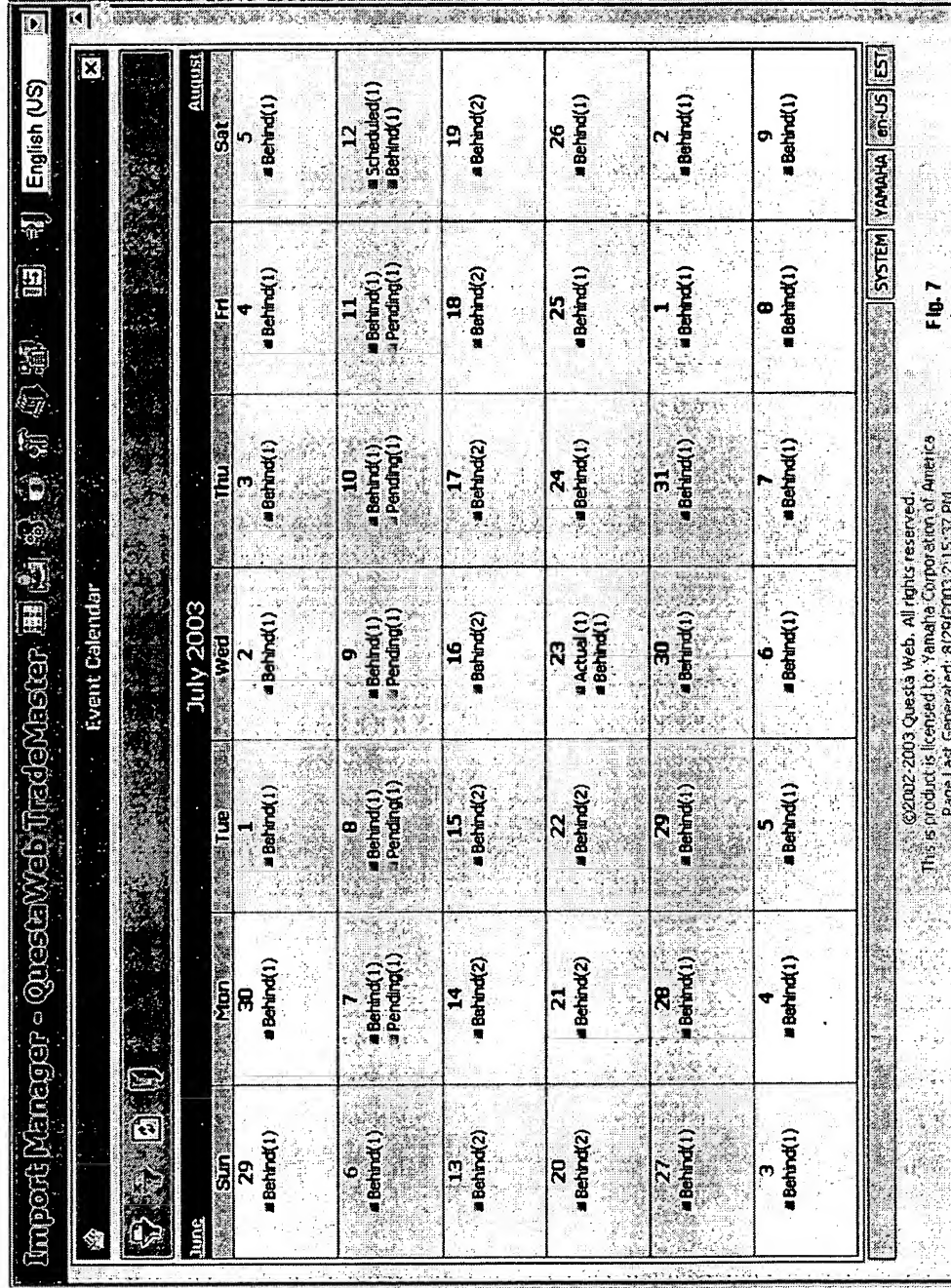


Fig. 7

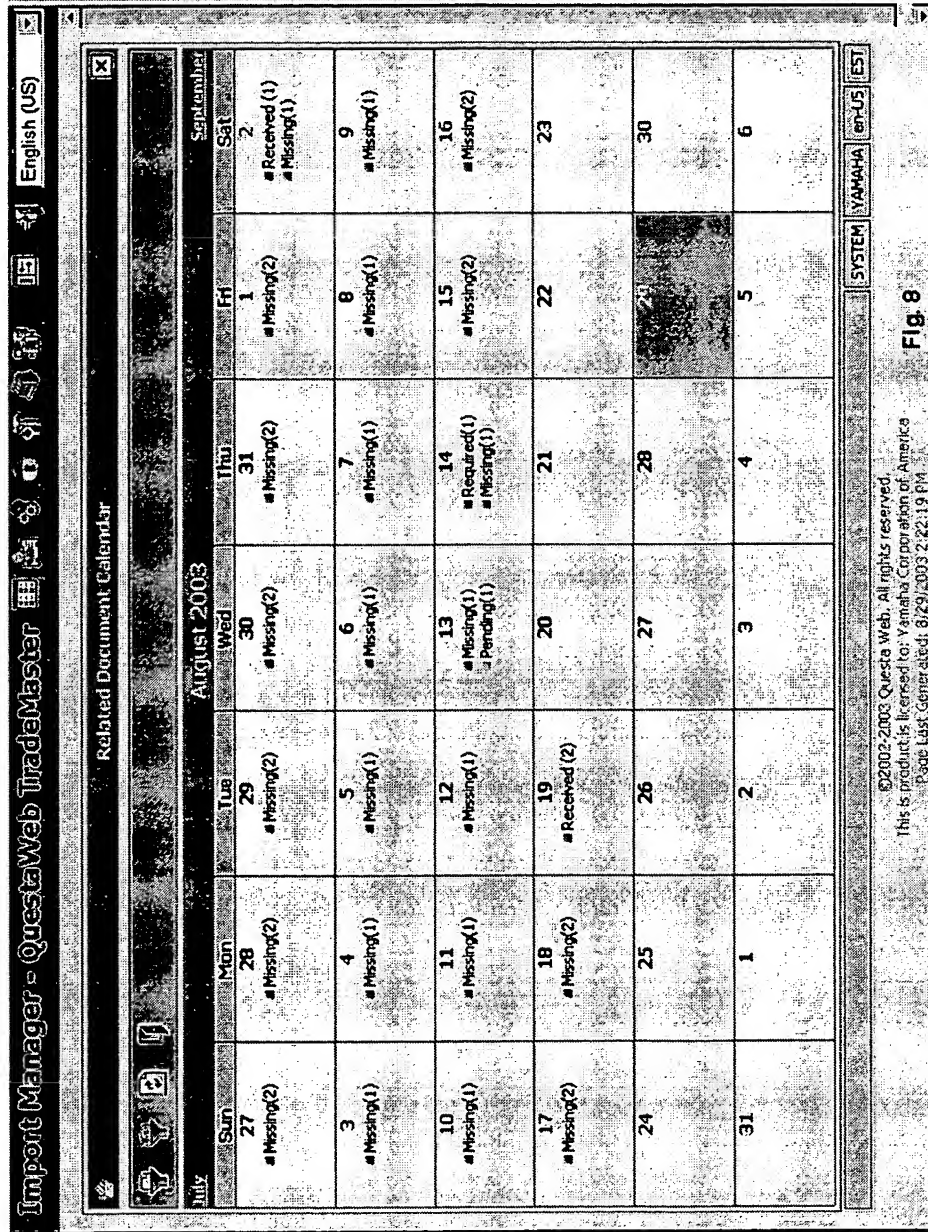


Fig. 8

HTS Classifier - QuestWeb TradeMaster

English (US)

HTS Classifier Filter

Section:

From

To

Chapter:

Partial HTS No.:

Effective Dates:

Description

01. SWAEATER

02.

03.

04.

05.

06.

07.

08.

09.

10.

11.

12.

13.

14.

15.

16.

Find results with:

As Free Text

At least one of the Words

All of the Words

Search Includes

Synonyms

Replacements

Manage

Manage

OK

Clear

Close

Data format verified

Fig. 9

Fig. 9



Query Engine - QuestWeb TradeMaster

English (US)

"Customs Entry by HIS #" Query Design (Design)

Header Columns Criteria Groups Preview Data SQL Statement

US CHB Entry, Entry Date >= 1/1/01 AND US CHB Entry, Entry Date <= 12/31/02 AND USC HTS, HTS No. >= 1 AND USC HTS, HTS No. <= 9

No.	Column Caption	Operator	Value	Allow Change
1	US CHB Entry, Entry Date	>= (Greater or Equal)	1/1/01	True
2	US CHB Entry, Entry Date	<= (Less or Equal)	12/31/02	True
3	USC HTS, HTS No.	>= (Greater or Equal)	1	True
4	USC HTS, HTS No.	<= (Less or Equal)	9	True

OK Cancel Verify Apply

Data format verified

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SYSTEM YAMAHA en-US EST

Fig. 10

Fig. 10

Homeland Security - QuestWeb TradeMaster

English (US)

### License Screening

In Compliance with: **UNITED STATES OF AMERICA**

Country Origin: **UNITED STATES OF AMERICA**

Destination: **DENMARK**

Export classification Number (ECGN): **DA979**

US Munitions List Category Number:

Is this party the end-user? ☒ Yes ☐ No

Is this party a military end-user? ☐ Yes ☒ No

Is this party a foreign government end-user? (Non-U.S.): ☐ Yes ☒ No

Is an end-user certificate/letter of assurance on file for the end-user? ☐ Yes ☒ No

Is this shipment exported to a destination within a Customs Free Zone? ☐ Yes ☒ No

Encrypted Software Type: ☐ Retail ☐ Non-Retail ☐ Unrestricted ☐ Commercial ☐ Crypto-with-hole

Mass Market Product? ☐ Yes ☒ No

Publicly available? ☐ Yes ☒ No

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SYSTEM YAMAHA en-US EST

Fig. 11

Fig. 11



